

## Message Text

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44

ORIGIN COME-00

INFO OCT-01 EUR-25 ISO-00 AGR-20 AID-20 CIAE-00 EB-11

FRB-03 INR-11 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

SP-03 CIEP-03 LAB-06 SIL-01 OMB-01 NSC-07 SS-20

STR-08 CEA-02 /162 R

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DRAFTED BY COM/BEWT/EE:LEWINS-LOTARSKI

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COM/BEWT/EE:RDSEVERANCE

COM/BEWT/OJCS:BPOUNDS

COM/BEWT/OEWTA:AJANKOWITZ

COM/MA:RBOURDON (PHONE)

EB/EWT:JTARTTER (PHONE)

EUR/EE:RCHRISTENSEN (PHONE)

TREASURY:ERENDALL (PHONE)

CIEP:DEVANS (PHONE)

----- 095962

P 161853Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW PRIORITY

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E.O. 11652: N/A

TAGS: PFOR, ETRD, PL

SUBJECT: FOURTH SESSION, AMERICAN-POLISH TRADE COMMISSION

REF: STATE 175786

1. FOLLOWING AMPLIFIES USG PROPOSALS FOR AGENDA OF FOURTH SESSION, CONTAINED REFTEL. EMBASSY REQUESTED RESPOND TO POSED QUESTIONS BY AUGUST 22. EMBASSY COMMENTS, RECOMMENDATION ON FOLLOWING OR ADDITIONAL ITEMS WELCOMED.

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AGENDA ITEMS:

A. OPENING STATEMENTS OF CHAIRMEN OF BOTH DELEGATIONS USUALLY REVIEW STATE OF AFFAIRS IN AMERICAN-POLISH TRADE AND ESTABLISH TARGETS FOR FUTURE. REVIEW AND TARGETS THEN INCLUDED IN AGREED SUMMARY MINUTES. WE TRUST THIS WOULD FULFILL POLISH DESIRE FOR A REVIEW AND SUMMARY OF THE DEVELOPMENT OF U.S.-POLISH TRADE SINCE THE VISIT OF PRESIDENT NIXON TO WARSAW, AND NO SEPARATE DOCUMENT PREPARED JOINTLY WOULD BE NEEDED.

B-1. UNDER POSSIBLE AREAS FOR TRADE AND COOPERATION, USG WILL REQUEST INFORMATION ABOUT POLISH PLANS FOR 1975 AND 1976-80, ESPECIALLY ON MAJOR PROJECTS, WHICH MAY OFFER OPPORTUNITIES FOR U.S. FIRMS. WE HOPE POLES WILL BE ABLE TO PROVIDE INFORMATION THEY HAVE NOT YET GIVEN US.

B-2. ON LONG-TERM INDUSTRIAL, ECONOMIC TECHNOLOGICAL COOPERATION, WE SHOULD ENCOURAGE A JOINT STATEMENT RATHER THAN AN AGREEMENT. STATEMENT COULD BE WORKED OUT WITH POLES DURING ADVANCE OR COMMISSION MEETINGS AND APPROVED BY PLENARY SESSION OF COMMISSION. EMBASSY REQUESTED ASCERTAIN WHETHER GOP POSITION HAS BEEN CLARIFIED AS TO THEIR PREFERENCE FOR STATEMENT OR AGREEMENT. AVAILABILITY OF DRAFT BEFORE ARRIVAL OF ADVANCE TEAM WOULD FACILITATE WORK.

C-1. EVALUATION OF PROGRESS IN BUSINESS FACILITATION REQUESTED IN STATE 014154 NOT YET RECEIVED. POST REQUESTED TO REPLY TO REFTEL AND ALSO INCLUDE COMMENTS AND RECOMMENDATIONS FOR U.S. POSITIONS ON FOLLOWING POINTS:

- A. MULTIPLE ENTRY VISAS FOR U.S. BUSINESSMEN;
- B. VISA FEES FOR U.S. BUSINESSMEN;
- C. EXIT PERMIT FEES FOR POLISH EMPLOYEES OF U.S. OFFICES;
- D. CUSTOMS PROBLEMS AND CONFISCATION OF MATERIALS AT EXIT POINT IN POLAND. (ON THIS POINT PLEASE INCLUDE SUPPORTING DATA.)

C-2. U.S. SIDE WILL EXPRESS ITS INTEREST IN INITIATING COORDINATED OR JOINT RESEARCH ON SUBJECT OF INTEREST TO BOTH, SUCH AS INDUSTRIAL COOPERATION, INCLUDING POSSIBILITIES AND OPPORTUNITIES FOR CO-PRODUCTION, SUB-CONTRACTING, JOINT VEN-LIMITED OFFICIAL USE

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TURE, AND LICENSING ARRANGEMENTS, POSSIBLY INVOLVING PART PAYMENT IN RESULTANT PRODUCTS. U.S. SIDE WILL ALSO DESCRIBE OBJECTIVE AND METHODS OF OUR MARKET RESEARCH AND SOLICIT COOPERATION OF GOP. WE AWARE OF POLITICAL SENSITIVITY ON JOINT VENTURES AND THIS IS NOT INTENDED AS A PROD TOWARD ISSUANCE OF REGULATIONS.

C-3. UNDER U.S. TRADE PROMOTION PROGRAM, WE INTEND TO

REVIEW SCHEDULE OF U.S. TRADE PROMOTION EVENTS (STATE 146522)  
AND SEEK GOP CONCURRENCE OR ENDORSEMENT FOR EACH EVENT. OUR  
AIM IS TO OBTAIN AS MUCH GOP COOPERATION AND INVOLVEMENT IN  
THE STAGING OF EACH EVENT AS POSSIBLE.

C-4. ON BUSINESS PRACTICES INFORMATION, U.S. SIDE WOULD  
REQUEST POLISH ASSISTANCE IN OBTAINING INFORMATION ON POLISH  
BUSINESS PRACTICES AND ECONOMIC FACTORS NEEDED BY U.S. COM-  
PANIES IN PREPARING BIDS AND PROPOSALS FOR INDUSTRIAL PRO-  
JECTS. REQUESTS FREQUENTLY RECEIVED FOR INFORMATION WHICH IS  
DIFFICULT FOR COMMERCE TO OBTAIN. OBJECT IS TO ESTABLISH SOME  
PROCEDURES THROUGH WHICH SUCH INFORMATION CAN BE OBTAINED ON  
A ROUTINE AND CONTINUING BASIS. PROCEDURE MIGHT INVOLVE  
COOPERATION BETWEEN COMMERCE AND WARSAW TDC ON U.S. SIDE AND  
POLISH CHAMBER OF FOREIGN TRADE ON POLISH SIDE. COLLECTED  
DATA COULD BE PUBLISHED AS BROCHURE. EMBASSY SUGGESTIONS  
REQUESTED RE PROCEDURES WHICH MIGHT BE ESTABLISHED, ROLE TDC  
COULD PERFORM, POLISH AGENCY WHICH COULD CHANNEL INFORMATION  
AND ADVICE.

C-5. TRADE IN TECHNOLOGY WOULD COVER POLISH REQUEST TO  
RECEIVE INFORMATION ON DIRECTION OF U.S. EXPORT CONTROL POLICY  
AND SPECIFIC CASES SUCH AS FAIRCHILD. POLISH DESIRE TO REPORT  
ON GM VAN PROJECT, CHASE MANHATTAN FINANCING OF COPPER PROJECT,  
STANDARD OIL OF INDIANA AND OTHER PROJECT NEGOTIATIONS CAN ALSO  
BE COVERED IN THIS ITEM, OR ADDED AS A SEPARATE ITEM UNDER  
SECTION C.

2. U.S. SIDE CONSIDERS DISCUSSION OF MARITIME RESTRICTIONS  
UNDER PR 17 UNPRODUCTIVE. MATTER HAS BEEN RAISED BY POLES  
AT HIGH LEVEL HERE SEVERAL TIMES SINCE LAST COMMISSION MEET-  
ING. OUR POSITION THAT THE TOTAL EXPORT VALUE OF ANY PROJECT  
IS SUBJECT TO THE REQUIREMENTS OF PR 17 (50 PERCENT OF TOTAL  
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EXPORT VALUE IN U.S. FLAG VESSELS) WAS REAFFIRMED EACH TIME.  
THIS POLICY REMAINS IN EFFECT AND NO POSSIBILITY OF AMENDMENT.

3. DRAFTS OF AGREED MINUTES AND COMMUNIQUE CAN BE WORKED OUT  
IN ADVANCE.

4. AGRICULTURAL AND FINANCIAL ITEMS BEING REPORTED SEPTEL.  
KISSINGER

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
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**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
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**TAGS:** PFOR, ETRD, PL  
**To:** WARSAW  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005